

Message Text

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PAGE 01 MONTRE 01883 061901Z

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SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

REF: STATE A-7974 OF SEP 20, 1973

1. 122/04/P0018

2. 120574

3. E. TOLMAN

4. 122 CANADA

5. M D I

6A. WRITE, CALL OR CABLE

6B. W.P. CAINE, PRESIDENT

6C. COMMONWEALTH PLYWOOD CO. LTD.

P.O. BOX 90

STE. THERESE, QUEBEC J7E 4H9

7. TELEPHONE: (514) 435-6541

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PAGE 02 MONTRE 01883 061901Z

9. 102-111-112

9A. DIRECT SALE AND AGENCY (OR DISTRIBUTORSHIP)

10. DESCRIPTION

2426XXX-0000. HARDWOOD DIMENSION AND FLOORING

243XXXX-0000. MILLWORK PRODUCTS, WOOD KITCHEN CABINETS,
HARDWOOD VENEER AND PLYWOOD, SOFTWOOD VENEER AND
PLYWOOD, AND STRUCTURAL WOOD PRODUCTS

2452XXX-0000. PREFABRICATED WOOD BUILDINGS

2492XXX-0000. PARTICLE BOARD

24996XX-0000. FABRICATED HARDBOARD PRODUCTS

2661XXX-0000. BUILDING PAPER AND BOARD

COMMONWEALTH PLYWOOD CO. LTD. IS A LARGE, WELL-ESTABLISHED FIRM SERVING ONTARIO AND QUEBEC. ORIGINALLY INCORPORATED BY U.K. INTERESTS, IN 1940 FOR WAR PRODUCTION, IT IS AN INTEGRATED LOCALLY-OWNED CORPORATION ENGAGED IN HARVESTING ITS OWN HARDWOOD TIMBER FOR THE MANUFACTURE OF HARDWOOD VENEER, PLYWOOD AND LUMBER, WHICH IT MARKETS UNDER THE TRADE-MARK "HUSKY PLYWOOD". VARIOUS COMPONENTS USED IN THE CORE OF ITS PLYWOOD ARE OBTAINED FROM CANADIAN SUPPLIERS AS WELL AS FOREIGN SOURCES.

AT PRESENT, THE COMPANY OPERATES FOUR WAREHOUSES AND SALES OFFICES IN QUEBEC AND ONTARIO FOR THE PURPOSE OF SERVICING THE DOMESTIC MARKET. A WHOLLY-OWNED SUBSIDIARY, ROBERT BURY AND CO. (CANADA) LTD., OWNS AND OPERATES THREE WAREHOUSES IN THE SAME AREA. THE FINAL STEP IN A DOL ONE MILLION EXPANSION PROGRAM FOR THE COMPANY'S DISTRIBUTION FACILITIES HAS BEEN APPROVED. BY MID-1975, WAREHOUSING AREA WILL BE INCREASED BY NEARLY TWO-THIRDS.

APART FROM THE COMPANY'S OWN PANEL PRODUCTS, THE DISTRIBUTION CENTERS HANDLE A WIDE RANGE OF LOCAL AND IMPORTED COMPLEMENTARY AND COMPETITIVE PRODUCTS INCLUDING SOFTWOOD PREFINISHED PLYWOODS, HARDWOOD LUMBER (THE AFFILIATE COMPANY OPERATES 6 KILNS IN ITS LUMBER YARD IN TORONTO), PARTICLE BOARDS, HARDBOARDS, PLASTIC LAMINATES, VINYL-FACED PANELS, ETC.

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PAGE 03 MONTRE 01883 061901Z

EMPLOYMENT TOTALS 400. ANNUAL SALES VOLUMBE DOLS 22 MILLION.

THIS COMPANY IS HIGHLY INTERESTED IN FINDING U.S. SOURCES OF SUPPLY FOR SOFT AND HARDWOOD PLYWOOD, LUMBER, PARTICLE BOARDS, VINYL-FACED PANELS, HARDBOARDS, PREFINISHED PLYWOOD, AND PLASTIC LAMINATES. IT ALSO SEEKS NEW PRODUCTS WHICH IT CAN PURCHASE FOR DISTRIBUTION AND RESALE, OR WHICH IT CAN HANDLE AS AN AGENT. IT WOULD BE INTERESTED, FOR EXAMPLE, IN HANDLING NEW PRODUCTS

FOR FURNITURE, CABINET AND MOBILE HOME MANUFACTURERS, AS WELL
AS FOR THE CONSTRUCTION INDUSTRY IN GENERAL.
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